

Corporate Headquarters Recruitment Expenditures Related to HQ2*Recap includes all actual and expected expenditures as of November 7, 2018***SOURCES**

Source of Project Funding	Contribution Amount	
	Value	Percent
Greater Richmond Partnership	300,000	14%
Hampton Roads Economic Development Alliance	300,000	14%
Alexandria Economic Development Partnership	100,000	5%
Arlington Economic Development Partnership	100,000	5%
Fairfax County Economic Development Authority	100,000	5%
Loudoun County Department of Economic Development	100,000	5%
Total of all local and regional contributors	1,000,000	47%
Virginia Tech	150,000	7%
Commonwealth of Virginia Economic Contingency Fund	1,000,000	47%
Grand Total	2,150,000	100%

USES

Service Provider or Type of Expenditure	Amount	
	Value	Percent
Professional services		
McKinsey & Company*	1,350,000	65%
Subject Matter (Home Front Communications LLC): paid to date*	576,797	28%
Subject Matter (Home Front Communications LLC): estimated costs not yet paid	50,000	2%
Stephen S. Fuller Institute: paid to date	35,420	2%
Stephen S. Fuller Institute: estimated costs not yet paid	15,000	1%
Total professional services	2,027,217	98%
Travel, lodging, and meals for Virginia HQ2 team	22,656	1%
Travel, meals, and facility costs for prospect meetings	9,577	0.5%
Miscellaneous (e.g., HVAC for evenings/weekends at VEDP, printing, branded items)	7,756	0.4%
Grand Total	2,067,206	100%

* Approximately 80% of this content will be used for future projects (much of it already has been utilized)